

Million Dollar Closing Techniques



You've heard from the rest, now learn from the best—Million Dollar Closing Techniques. The close is the last critical phase of the selling process and, often, the beginning of a long and fruitful relationship. Unfortunately, it is also the phase in which many a sure thing has foundered. In this groundbreaking guide, some of the world's most successful sales professionals demystify the art of the close and instruct you in proven closing strategies and techniques. Based on interviews with members of the prestigious Million Dollar Round Table—the top six percent of the international life insurance sales industry—Million Dollar Closing Techniques features fascinating, instructive war stories and step-by-step guidance on: * Closing psychology * Breaking through the preoccupation barrier * Setting goals and preparing to close * Motivating customers to go all the way * Power phrases that help you to close. No matter what product or service you sell, you won't want to be without this authoritative guide to the art and science of effective closing techniques. Read Million Dollar Closing Techniques and take the leap to a bold new level of professional excellence. Also available in the Million Dollar Round Table series: Million Dollar Prospecting Techniques Paper * 0-471-32550-3 * \$16.95 USA/\$26.50 CAN Million Dollar Selling Techniques Paper * 0-471-32549-X * \$16.95 USA/\$26.50 CAN

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